

# PITSTICK AND YOUNG

CINCINNATI'S LARGE INDUSTRIAL BUILDING EXPERTS

Si Pitstick and Josh Young have created a formidable partnership within Cincinnati Commercial, REALTORS®/A Member of the Cushman & Wakefield Alliance ("CCR"). CCR has consistently been one of the top industrial brokerage firms in the Greater Cincinnati/Northern Kentucky area.

CCR has been providing our clients with unmatched market insight, superior negotiating skills, creativity, flexibility, a tireless work ethic and a reputation for integrity since our founding in 1993.

Our firm represents some of the highest profile industrial and office projects in the region. Our industrial and office brokerage professionals are the best in Cincinnati and leaders in the industry and our community.

## RECENT GREATER CINCINNATI TRANSACTIONS BY PITSTICK AND YOUNG:

SIZE	PROJECT	CLIENT
480,000 SF	Lease	Cornerstone Brands
473,000 SF	Lease	Pacific Coast Feather
400,200 SF	Lease	Cornerstone Brands
352,000 SF	Lease	Appleton Paper
345,000 SF	Sale	Wine Cellar Innovations
330,000 SF	Sale	American Laundry
309,000 SF	Lease	Campbell Hausfeld
270,000 SF	Sale	Hubbell Lighting
264,000 SF	Lease	Oakley Commerce Center
266,000 SF	Lease	Easy Way Products
206,000 SF	Sale	Private Investor
198,000 SF	Sale	Leshner Corp.
195,000 SF	Sale	Al Neyer
194,000 SF	Lease	Appleton Paper
192,000 SF	Lease	Pacific Coast Feather
172,000 SF	Lease	Continental PET
170,000 SF	Lease	Valeo Climate Control
160,000 SF	Sale	Astro Container
157,000 SF	Lease	Valeo Climate Control
128,000 SF	Sale	Newell Rubbermaid
125,000 SF	Lease	LeSaint Logistics
120,000 SF	Lease	Auto Temp
120,000 SF	Sale	Vitronic Four Seasons
119,000 SF	Lease	Automotive Dist. Ctr.
111,000 SF	Lease	LeSaint Logistics
110,000 SF	Sale	Easy Way Products
100,000 SF	Sale	Loud & Clear
100,000 SF	Lease Pending	Senco Products



412 South Cooper Ave.  
Lockland, Ohio  
Lease for Easy Way Products  
266,000 SF



4275 Thunderbird Lane  
Fairfield, Ohio  
Sold for Private Investor  
206,000 SF



10975 Medallion Dr.  
Evendale, Ohio  
Sold for Al Neyer, Inc.  
195,000 SF



2255 Progress Drive  
Hebron, Kentucky  
Lease for Pacific Coast Feather  
473,000 SF

CINCINNATI COMMERCIAL, REALTORS®  
A MEMBER OF THE CUSHMAN & WAKEFIELD ALLIANCE  
625 EDEN PARK DRIVE, SUITE 750  
CINCINNATI, OHIO 45202  
**(513) 241-2300**

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**RECENT INVESTMENT TRANSACTIONS (PARTIAL LIST):**

SIZE	PROPERTY	BUYER
1,400,000 SF	Park West International	Falcon Properties
480,000 SF	BWAY	CRICBW
98,000 SF	Aaron Rents	First Industrial
90,000 SF	Overhead Door	First Industrial
75,000 SF	Blackhawk Plastics	Private Investor
50,000 SF	Toebben Drive	2801 Enterprises LLC
80 acres	Monroe Logistics Center	IDI



*Park West International  
Hebron, KY  
Sold to Falcon Properties  
1,400,000 SF in 4 buildings*



*BWAY  
Cincinnati, Ohio  
Sold to CRICBW  
480,000 SF*



*Monroe Logistics Center  
West Chester, Ohio  
Sold to IDI  
80 acre industrial park*



*Overhead Door  
West Chester, Ohio  
Sold to First Industrial  
90,000 SF*

“We hired CCR because we wanted a broker who would aggressively target market our facility ... they found the tenant even in a soft market through a cold call.”

**Dave Kelly**  
Vice President  
ProLogis

**RECENT TRANSACTIONS NATIONWIDE (PARTIAL LIST):**

SIZE	PROJECT	CLIENT	LOCATION
410,000 SF	Lease	Deal\$ - Nothing Over a Dollar	Columbus, OH
182,000 SF	Lease Renewal	LeSaint Logistics	Fontana, CA
106,000 SF	Sublease	Ampac	Salt Lake City, UT
98,000 SF	Sale Pending	LeSaint Logistics	Pittston, PA
80,000 SF	Lease	Ampac	Mobile, AL
80,000 SF	Lease	Ampac	Tulsa, OK
66,000 SF	Multiple Leases	Senco Products	Dallas, TX; Los Angeles, CA; Portland, OR
60,000 SF	Lease	LeSaint Logistics	Chicago, IL
45,000 SF	Sublease	Federated Dept. Stores	Buffalo, NY

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# PITSTICK & YOUNG TEAM STRENGTHS

## CINCINNATI'S LARGE INDUSTRIAL BUILDING EXPERTS

### SPECIALIZATION

Si and Josh exclusively specialize in large industrial transactions which provides our Clients several distinct advantages:

- We know who is in the market and what competing landlords are offering.
- We understand the tax incentives and abatements available for large users.
- Since we are not spending our time working on 20,000 square foot listings, virtually every phone call we make is a potential prospect for your property.
- We are known as "Cincinnati's Large Industrial Building Experts" and regularly receive large referrals both locally and nationally.

### GLOBAL SUPPLY CHAIN SOLUTIONS (GSCS)

Si's involvement as an executive committee member of GSCS provides our clients with superior expertise in all aspects of industrial real estate not available from typical brokerage professionals. C&W's unique GSCS group offers our clients comprehensive supply chain solutions that integrate real estate, the supply chain and strategic business advice into a comprehensive top to bottom service which can include:

- Network Rationalization
- Inventory Modeling and Optimization
- Real Estate Site Selection
- Warehouse Assessment
- Facility Design
- Labor Analysis/Training
- Sarbanes-Oxley Compliance
- 3pl Selection Services
- Foreign Trade Zone Consulting
- Supply Chain Security
- Acquisitions, Dispositions & Build-to-Suits
- Incentive Negotiation

**No other firm combines Cushman & Wakefield's asset knowledge, depth of resources, industrial market expertise or ability to enhance real estate value in the global marketplace.**

### BROAD COVERAGE & DEPTH OF RESOURCES

C&W has the widest distribution platform for reaching buyers and tenants and the resources to address any real estate need.

- Local, national and global coverage: 215 offices worldwide, 11,000 employees
- Superior market insights locally and nationally through C&W market research.
- C&W Appraisal and Asset Management Groups advise clients on minimizing property tax and holding costs.
- C&W Financial Services provides assistance in structuring and financially engineering complex real estate based solutions such as tax mitigation, GAAP/financial statement enhancement and the most efficient deployment of capital resources structuring.

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# PITSTICK & YOUNG TEAM MEMBERS



SI PITSTICK, SIOR, CCIM  
EXECUTIVE VICE PRESIDENT

## Experience & Qualifications

- Member of the Cincinnati Commercial Top Producers Club every year since its inception in 1993: ranked #1 in 2005; ranked #3 in 2004.
- Awarded 2005 "Broker of the Year" by the National Association of Industrial and Office Properties (NAIOP).
- Awarded 2004 "Industrial Deal of the Year" by the *Cincinnati Business Courier* for Cincinnati's Largest Industrial Lease.
- 20 years experience in Industrial Real Estate Brokerage
- Principal of CCR
- Executive Committee Member of the exclusive Cushman & Wakefield Global Supply Chain Solutions Group (GSCS)
- Certified Commercial Investment Member (CCIM)
- Active member of the Society of Industrial and Office Realtors (SIOR)
  - Current National Member of Board of Directors & Executive Committee
  - Current National Speaker of Council of Presidents
  - 2005 President of Ohio Chapter
  - 2004 Vice President of Ohio Chapter
  - 2003 Secretary of Ohio Chapter
  - 2002 Treasurer of Ohio Chapter
  - 1997-2001 Involved in various National and State Committees
- 1988 Graduate of The Ohio State University – Bachelor of Science Degree in Finance and Real Estate



JOSH YOUNG  
SENIOR ASSOCIATE

## Experience & Qualifications

- Member of the Cincinnati Commercial Top Producers Club
- Awarded 2007 "Rising Star Award" by the Commercial Real Estate Council of Greater Cincinnati.
- Specialist in Industrial Real Estate since 2004
- 1994 Graduate of Transylvania University – Bachelor of Arts Degree in Finance/Marketing
- 14 years experience in sales and negotiating
- Prior to joining CCR in 2004, Josh worked in banking and pharmaceutical sales. Such extensive experience in finance has allowed him to easily transition into commercial real estate where he can apply his sales, investment and marketing knowledge.

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# SERVICES PROVIDED BY PITSTICK & YOUNG

- Marketing Freestanding and Multi-Tenant Industrial Facilities
- Industrial Investment Sales
- Tenant Representation for Site Searches and Negotiations
- Build-to-Suit Projects
- Industrial Land Sales
- Tax Abatement and Incentives

“CCR had been calling on me for 20 years, so when I wanted to sell my building, I called them ... they sold it.”

**George Strike**  
*Chairman  
American Laundry Machinery*

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